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TWO LOOKS AT FRONT-WHEEL-DRIVE ASSIST

Starting on page 10

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7101 WISCONSIN AVE
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In the I&T Manufacturers Edition

Reviewing Load-Sensitive Hydraulics

IMPLEMENT & TRACTOR
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December 15, 1980 • Vol. 95 • No. 24

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

10: **Front-Wheel-Drive Assist.** FWA tests by Deutz engineers and others show many technical and economic advantages. Front-tire wear is a problem though, as Purdue engineers discover.

16: **A Touch of CLAAS.** German manufacturer will market combines through Ford dealers in North America and will acquire a facility for assembling and manufacturing in a Corn Belt state.

20: **Farm Equipment Wholesalers Assn.** Joe L. Canady takes command after tumultuous year in the industry, but members look to the future with optimism.

22: **Farm Equipment Manufacturers Assn.** A record number of manufacturers invade New Orleans for meeting to explore new management techniques. Robert M. Kools is elected president.

26: **Agricultural & Industrial Manufacturers Representatives Assn.** AIMRA members learn about personal financial management, adopt new contract form, and elect Al Price president.

48: **More on FWA.** Allis-Chalmers and J I Case introduce new tractors series offering front-wheel-drive assist options.

On the cover... Tractors with front-wheel-drive assist dominate the European market and are gaining a bigger share of the North American market through imports, such as the Deutz tractor on the cover. FWA units are provided as options on some American tractors, like this one on a Ford tractor.

DEPARTMENTS

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what's ahead...

I&T SINCE 1886

December 15, 1980

OCTOBER SALES OF FARM TRACTORS and selected farm machinery were off across the board in the U.S., according to the Farm & Industrial Equipment Institute's flash report. Sales of 2-wheel-drive and 4-wheel-drive tractors were off more than 12 per cent, compared with October 1979. Combines and forage harvesters showed sharp decreases. In Canada, mower conditioner sales for the month were on the plus side and combine sales were up almost 13 per cent over the previous month, according to the Canadian FIEI. Figures for October and the first ten months of the year are:

Unit Retail Sales

	October			January-October		
Equipment	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors						
2-wheel drive						
40-100 hp	6,584	7,438	-11.5	52,052	58,953	-11.7
Over 100 hp	7,217	8,447	-14.6	42,864	55,625	-22.9
Total 2-wheel drive	13,801	15,885	-13.1	94,916	114,578	-17.2
4-wheel drive	1,664	1,720	- 3.3	8,939	9,838	- 9.1
Total	15,465	17,605	-12.2	103,855	124,416	-16.5
Combines (S-P)	5,855	8,705	-32.7	21,574	28,644	-24.7
Balers*	1,138	1,728	-34.1	13,082	18,132	-27.9
Forage Harvesters**	1,787	3,289	-45.7	8,209	11,027	-25.6
Mower Conditioners	1,561	2,166	-27.9	17,915	24,583	-27.1
CANADIAN FIEI REPORT:						
Farm Wheel Tractors	5,043	5,323	- 5.3	25,811	26,845	- 3.9
Combines (S-P)	917	1,149	-20.2	3,448	4,609	-25.2
Balers*	382	440	-13.2	3,835	4,242	- 9.6
Mower Conditioners	315	258	22.1	4,020	4,494	-10.5

*Bales under 200 lbs. **Shear-bar type

NOW, SOME GOOD NEWS! Despite a 12- to 14-per cent increase in prices, Robert D. Reinsel of USDA's Economics and Statistics Service says farm equipment sales will increase sharply in 1981, probably reaching 1979 levels. Rising farm income, which is expected to continue rising in 1981, and interest rates that are expected to remain below 1980 levels, are reasons for the anticipated revival, according to Reinsel.

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

YODER & FREY, INC.
Archbold, Ohio
(November 11, 1980)

ALLIS-CHALMERS TRACTORS

7050 diesel, 1978 (Good)	10,500*
7030 diesel, 1976 (Good)	8500*
220 diesel, 1972 (Rough)	5100*
XT190 diesel, 1968 (Good)	6225
XT190 diesel, 1968 (Fair)	3000*
210 diesel, 1971 (Fair)	7500*
200 diesel, 1970 (Good)	8700*
190, 1968 (Rough)	2900*
180 diesel, 1967 (Good)	4900*
180, 1967 (Rough)	2600
D17, ldr., 1964 (Fair)	1900
D17, (Rough)	875
WC, (Rough)	200*

DAVID BROWN TRACTORS

990, 1962 (Fair)	1500*
990, 1955 (Rough)	550*

CASE TRACTORS

1370 diesel, (Good)	10,750*
1170 diesel, 1974 (Fair)	5950*
1030 diesel, 1964 (Good)	4350*
1030 diesel, 1964 (Good)	3300
930, 1964 (Fair)	3100*
830, 1964 (Good)	1750
830, 1963 (Fair)	1950*
800, (Rough)	590
400, 1955 (Fair)	700
400, cult., 1955 (Rough)	725*

JOHN DEERE TRACTORS

4520 diesel, 1969 (Fair)	8200*
4430 diesel, 1976 (Excellent)	16,500
4320 diesel, 1971 (Good)	11,650
4230 diesel, 1973 (Good)	13,000
4020 diesel, 1967 (Good)	6500
4020 diesel, 1965 (Fair)	6200*
4020 diesel, 1965 (Fair)	5800*
4010 diesel, 1962 (Good)	5700*
4010 diesel, 1962 (Good)	5200
4010, 1963 (Good)	3500
4010, 1961 (Fair)	3100*
3020, 1967 (Good)	4800
3020, 1967 (Good)	3600*
3020 diesel, ldr., 1966 (Good)	5750*
3020, 1965 (Fair)	3200
3010, ldr., 1963 (Fair)	2900*
3010, 1962 (Fair)	2700
2020, 1966 (Good)	4125
2010 diesel, backhoe, ldr., (Fair)	3300
1020, ldr., 1967 (Fair)	3075*
500, backhoe, ldr., (Fair)	4500*
830 diesel, 1960 (Fair)	2200*
720 diesel, 1960 (Good)	1900
720, 1960 (Fair)	1700*
620, 1958 (Good)	1900*
520, 1957 (Fair)	1000*
70, 1956 (Fair)	900*
70, 1956 (Rough)	900*
70, 1954 (Rough)	760*
60, 1954 (Fair)	825*
60, 1952 (Rough)	700
50, 1954 (Fair)	975
40, 1956 (Fair)	1300
B, 1947 (Good)	610

FORD TRACTORS

9000 diesel, 1971 (Good)	9500
5000, 1974 (Fair)	5250*
5000 diesel, 1952 (Fair)	4900
5000, 1970 (Rough)	2950
4000, 1971 (Fair)	3150*
4000 diesel, 1969 (Rough)	1900*
3000, 1971 (Good)	4800*
3000, 1970 (Fair)	3600*
2600, (New)	5900*
2000, (Fair)	1750
2000 diesel, 1954 (Fair)	1275*
901, 1958 (Fair)	1200*
901,	885
850, 1956 (Rough)	1400*
801,	1130
800, 1956 (Fair)	1410*
541, 1950 (Fair)	1250*
Maj., 1956 (Good)	1580
Dexta, 1955 (Rough)	1025
Jub., 1953 (Fair)	1600
Jub., 1953 (Fair)	1160
8N, 1952 (Rough)	820
8N, 1950 (Rough)	950
8N, 1947 (Rough)	950
9N, 1946 (Good)	1325*
9N, 1945 (Rough)	800
9N, ldr., 1945 (Rough)	700*
9N, ldr., bld., 1944 (Fair)	1100*
9N, 1944 (Good)	990

INTERNATIONAL HARVESTER TRACTORS

1568 diesel, 1974 (Good)	10,600*
1466 diesel, 1972 (Fair)	9500*
1456 diesel, 1968 (Fair)	4700
1086 diesel, 1978 (Good)	17,400*
1066 diesel, 1973 (Excellent)	11,100
1066 diesel, 1972 (Good)	8300*
1066 diesel, 1972 (Fair)	8150
Hydro 100, 1976 (Excellent)	10,600*
986 diesel, (Excellent)	18,000
856 diesel, 1967 (Good)	7450
826, 1975 (Good)	7700*

(More...)

Circle (17) on Reply Card

Auctions

(continued)

806 diesel, 1965 (Fair) 5500*	M, 1948 (Good) 920	1135, 1976 (Fair) 7500*	**OLIVER TRACTORS**
806 diesel, 1965 (Fair) 4800*	M, 1947 (Fair) 740	1100, 1970 (Fair) 3200*	1800 diesel, 1962 (Fair) 2575
806, 1964 (Fair) 3600	M, 1945 (Rough) 630	1080, 1974 (Rough) 4450	1750, 1967 (Fair) 5000
806, 1963 (Fair) 3000*	H, 1946 (Good) 650	210, 4WD, (New) 4075	1600, 1963 (Fair) 3050
656, 1967 (Fair) 3700	A, 1952 (Fair) 870	180, 1970 (Fair) 3600*	880, 1957 (Fair) 1075*
606, 1969 (Rough) 1900*	A, cult., 1950 (Rough) 510	180 diesel, 1970 (Rough) 3125	880, Idr., (Rough) 700
560, 1960 (Good) 1950*	Sup. C, 1952 (Fair) 725*	180, 1970 (Good) 3600*	Sup. 99 diesel, 1953 (Fair) 660*
560, 1960 (Good) 1750	C, 1950 (Fair) 975	175 diesel, 1967 (Good) 3800*	Sup. 88, 1950 (Rough) 700*
560 diesel, 1959 (Rough) 1150	C, 1950 (Rough) 600*	165, 1967 (Fair) 3550*	88 diesel, 1952 (Fair) 825*
460, 1960 (Fair) 1600	C, cult., 1949 (Fair) 600	165, 1965 (Fair) 3300*	88, 1952 (Rough) 550
400, (Fair) 750		65, Idr., 1960 (Good) 2900*	
3414, Idr., (Fair) 3450	**MASSEY-FERGUSON TRACTORS**		**WHITE TRACTORS**
B250, 1957 (Fair) 725*	3165, Idr., 1970 (Fair) 3800*	**MINNEAPOLIS-MOLINE TRACTORS**	4-180 diesel, 1976 (Fair) 15,500*
Sup. M, (Rough) 525*	2135, Idr., 1964 (Fair) 3300*	G1000 Vista diesel, 1967 (Fair) .5500	4-150 diesel, 1972 (Fair) 13,000*
M, 1951 (Fair) 825	1155, 1974 (Fair) 9400	G900, 1968 (Fair) 3850*	

AUCTIONEERS
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

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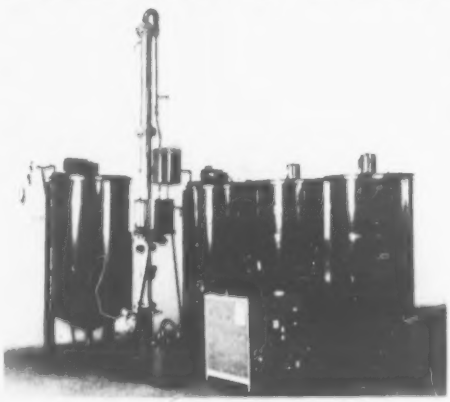

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Our experts will consult with you to determine the best plant for your particular operation. We will provide working formulas to show you the cost of producing alcohol and the profit you can realize by running your own Alcogas plant. We will provide the plant and/or a "turnkey" package for you. But we won't stop there. We'll continue to provide advice and service. We will even buy the excess alcohol you produce at the going market value.

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Bright 1981 Outlook in Canada

■A SIGNIFICANT increase in farm equipment retail sales is projected in the Canadian market, based on the 1981 industry outlook report issued by the Canadian Farm & Industrial Equipment Institute.

The outlook report, prepared by the CFIEI marketing committee, was presented at the annual meeting of the Institute Nov. 4 in Toronto, and shows projected increases in all but three categories—swathers, small balers and forage harvesters—over 1980 figures. However, some of the 1981 projections still are short of 1979 actual sales figures.

Tractor sales and projections, including information on front-wheel assist units, are presented in the accompanying box. Figures and projections for other types of equipment are tabulated on the facing page.

Canadian Farm Tractor Retail Sales: 1979, 1980, 1981

Type, Size	2WD, 9-19 hp			2WD, 20-39 hp		
Year	1979	1980	1981	1979	1980	1981
Total	1,035	1,275	1,450	2,900	2,800	3,025
Type, Size	**2WD, 40-99 hp**			**2WD, 100 hp & over**		
Year	**1979**	**1980**	**1981**	**1979**	**1980**	**1981**
East	10,150	9,350	9,625	2,125	1,800	1,925
West	4,225	4,125	4,175	7,150	6,375	6,775
Total	14,375	13,475	13,800	9,275	8,175	8,700
Type, Size	**4WD, under 200 hp**			**4WD, 200 hp & over**		
Year	**1979**	**1980**	**1981**	**1979**	**1980**	**1981**
Total	1,730	1,635	1,750	1,535	1,465	1,600
Type, Size	**2WD, front-wheel assist, all hp***			**All Farm Tractors, 20 hp & over**		
Year	**1979**	**1980**	**1981**	**1979**	**1980**	**1981**
East				14,875	13,825	14,550
West				15,975	15,000	15,775
Total	3,795	4,200	4,650	30,850	28,825	30,325

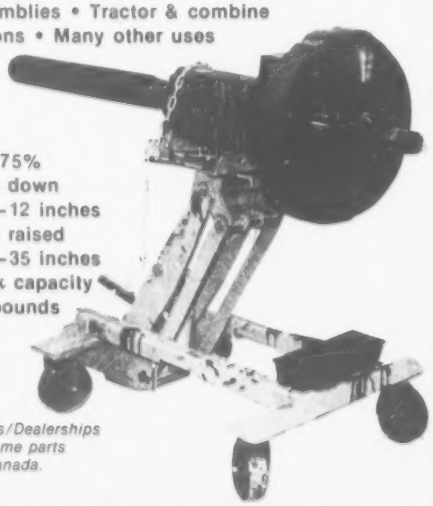
*Included in All Farm Tractors, but not in other 2WD groups.

Source: Canadian Farm & Industrial Equipment Institute, 720 Guelph Line, Suite 307, Burlington, Ont. L7R 4E2, tel. 416/632-8483.

The Cofer Utility Stand

Like adding a good man to your shop

It handles:
- **Pans off motors • Axle assemblies • Front wheel assemblies • Tractor & combine transmissions • Many other uses**



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Circle (31) on Reply Card

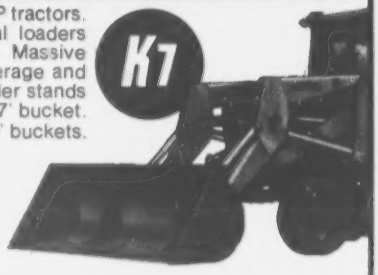
Canadian 1981 Sales Outlook

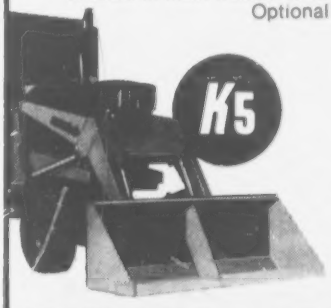
Product	1979 (actual)	1980 (est.)	1981 (forecast)
S-P combines			
East	1,175	995	1,060
West	3,895	3,175	3,390
National	5,070	4,170	4,450
Cornheads	910	775	835
P-T combines	3,075	2,720	2,915
S-P swathers			
East	425	440	435
West	3,635	3,750	3,730
National	4,060	4,190	4,165
P-T swathers	3,215	3,660	3,315
Balers (small)			
East	2,465	2,440	2,305
West	1,930	1,600	1,575
National	4,395	4,040	3,880
Balers (big)			
East	290	345	400
West	2,875	2,775	2,960
National	3,165	3,120	3,360
Forage harvesters	1,705	1,715	1,705
Mower conditioners	4,685	4,295	4,375
Diskers	2,655	2,000	2,015
Chisel plows	4,675	3,985	4,130
Moldboard plows			
East	4,075	3,375	3,400
West	995	835	885
National	5,070	4,210	4,285
Disk harrows			
East	3,065	2,600	2,775
West	2,875	2,375	2,575
National	5,940	4,975	5,350
Grain drills			
East	2,200	1,915	1,950
West	6,000	5,175	5,225
National	8,200	7,090	7,175
Corn planters	1,705	1,500	1,670
Manure spreaders			
East	3,155	2,825	2,885
West	1,010	875	900
National	4,165	3,700	3,785
Grinder-mixers	1,775	1,410	1,600

Source: CFIEI Industry Outlook '81

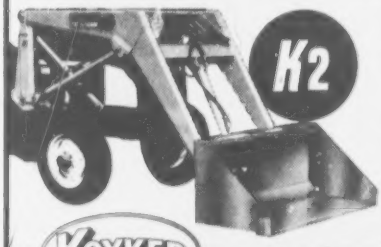
TURN FAST PROFITS WITH THIS COMPLETE LINE OF KOYKER FAST-ATTACHING LOADERS

Big, super-rugged K-7 for 110 plus HP tractors. Combines best features of industrial loaders into high-performance farm loader. Massive main frame knee for unmatched leverage and strength. Top operator visibility. Loader stands located in main frame. Standard HD 7' bucket. Optional 8' and 9' buckets.





Super-strong K-5 designed for extra-strength and stamina. Fits most tractors with cabs. Has big 18" deep main frame knee and massive 3-point wrap-around sub-frame. Rugged . . . almost one ton of steel. Big 7' twin-cylinder bucket standard. (Optional 5' and 8' buckets available.)



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ASAE's 10-year accident reduction program: what has happened?

starts on page 9

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in the I&T Manufacturers Edition
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January 7, 1981 • Vol. 96 • No. 1

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

16th Engineering Concepts Issue

A Look at Ag Engineers' Accident-Reduction Program

9: **Introduction**

10: **Accident-Reduction.** At its winter meeting in Chicago, the American Society of Agricultural Engineers assessed the progress made in its 10-year effort to reduce farm-work accidents, and the opportunities that remain.

12: **Who Pays the Bill?** The equipment designer, manufacturer, dealer and consumer share directly or indirectly in increased costs, lost time, and in other ways, in product liability cases that often result from misuse of equipment.

16: **An Irrational Problem.** Several speakers agreed that people are the least predictable aspect of accident prevention and that efforts must continue to create a greater safety awareness among farm workers.

20: **Author's Viewpoint.** I&T's technical writer and ag engineer, Frank Buckingham, offers some personal observations on the ASAE accident-reduction program and calls for more voluntary safety activities to meet existing safety problems to reduce the possibility of government-dictated programs.

On the cover...Massey-Ferguson technicians prepare a roll-over protective structure (ROPS) for a crush test at their testing site in Michigan.

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what's ahead...

I&T SINCE 1886

January 7, 1981

AFTER A TERRIBLE OCTOBER, RETAIL SALES JUMPED IN NOVEMBER, according to the Flash Report of the Farm & Industrial Equipment Institute. Tractor sales in October, for instance, were off 12.2 per cent, compared with the same month last year, but November was up by 57 per cent in that category. Sales of tractors for the year to date were down 13.4 per cent at the end of November. (The May forecast of the Marketing & Management Conference saw a decline for the year of 10.7 per cent in tractor sales.) Why the yo-yo effect? One insider suggests several possible reasons: 1. November of 1979 was a weak sales month, heightening this year's percentage of improvement. 2. Many fiscal years start Nov. 1, and since 1980 was destined to go into the books as such a disaster, some sales may have been held up to get 1981 off to a good start. 3. Everyone, particularly Deere, was promoting sales very heavily in November. Other factors: There were warnings that interest rates would soon be taking off (which they did); farm prices were pretty good. Here's the flash report:

Unit Retail Sales

	November			January-November		
	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
40-100 hp	3,028	2,447	+ 23.7	55,080	61,400	-10.3
Over 100 hp	4,654	2,502	+ 86.0	47,518	58,127	-18.3
Total 2-wheel drive	7,682	4,949	+ 55.2	102,598	119,527	-14.2
4-wheel drive	1,038	618	+ 67.9	9,977	10,456	- 4.6
Total Tractors	8,720	5,567	+ 56.6	112,575	129,983	-13.4
Combines (S-P)	2,472	1,670	+ 48.0	24,046	30,314	-20.7
Balers*	526	268	+ 96.2	13,608	18,400	-26.1
Forage Harvesters**	914	999	- 8.6	9,123	12,026	-24.2
Mower Conditioners	803	378	+112.4	18,718	24,961	-25.1

*Bales under 200 lbs. **Shear-bar type.

SWEDEN AIMS AT CUTTING ITS PETROLEUM IMPORTS IN HALF within 20 years by boosting its production of ethanol from sugar beets, feed grains and potatoes. Under the plan, 8 per cent of its total arable land--617,500 acres--will go into the project.

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (November 11, 1980)

ALLIS-CHALMERS TRACTORS
5040 diesel, 1980 (Excellent) . . . 6200*
5040 diesel, 1980 (Excellent) . . . 6200*
CA, 1953 (Fair) 575

CASE TRACTORS
930 diesel, cab, 1964 (Fair) 1600*
730 diesel, 1962 (Fair) 1100*
480 diesel, (Rough) 850
380 diesel, 1975 (Excellent) 3550

DAVID BROWN TRACTORS
1212 diesel, 1975 (Fair) 2400
1210 diesel, 1974 (Good) 3525
990 diesel, 1968 (Good) 2300*
990 diesel, 1968 (Good) 2300
990 diesel, 1967 (Fair) 1500*
885 diesel, 1975 (Excellent) 2900

DEUTZ TRACTOR
5206 diesel, (Good) 5150

MASSEY-FERGUSON TRACTORS
1155 diesel, cab, duals, 1975 (Good) 8800*
1130 diesel, 1968 (Fair) 3275
1105 diesel, cab, 1977 (Excellent) 10,100
245 diesel, 1977 (Excellent) 6600
230 diesel, 1977 (Excellent) 4950
203 diesel, 1964 (Good) 1900
180 diesel, 1968 (Good) 3000*
180 diesel, 1968 (Good) 3000
180 diesel, 1967 (Fair) 2675
175 diesel, 1972 (Fair) 2750
175 diesel, 1969 (Good) 3700*
175 diesel, 1968 (Good) 3400*
175 diesel, 1968 (Good) 3500*
175 diesel, 1968 (Good) 3550
175 diesel, 1967 (Good) 3500*
175 diesel, 1967 (Fair) 2700
175 diesel, 1967 (Fair) 2800*
175 diesel, 1966 (Fair) 2950*
165 diesel, 1973 (Rough) 2100
165 diesel, 1972 (Good) 3700*
165 diesel, 1971 (Fair) 2950*
165 diesel, 1970 (Good) 3200*
165 diesel, 1969 (Rough) 2100
165, 1969 (Fair) 2700*
165 diesel, 1967 (Rough) 2300*
165 diesel, 1967 (Good) 3300
165 diesel, 1967 (Rough) 1725
165 diesel, 1967 (Good) 3300*
165 diesel, 1967 (Good) 3400
165 diesel, 1967 (Good) 2950*
165 diesel, 1967 (Fair) 2900*
135, 1968 (Good) 2900
135 diesel, 1967 (Fair) 2600
135 diesel, 1967 (Good) 3250
65 diesel, 1962 (Fair) 1150
65 LP, 1962 (Good) 1725
65 diesel, 1958 (Good) 1650
50, 1958 (Good) 1950
35 diesel, 1963 (Good) 2000
35, 1960 (Good) 1525
35 diesel, 1959 (Good) 1025
35 diesel, 1959 (Fair) 700
35, 1959 (Excellent) 2100
35, 1957 (Good) 1500
35, 1957 (Good) 1450*
TO30, 1952 (Good) 975
TO30, 1952 (Fair) 825
TE20, 1949 (Rough) 625

FORD-FERGUSON TRACTORS
9N, mo., 1946 (Fair) 700
9N, 1944 (Good) 825
9N, 1944 (Fair) 700
9N, 1940 (Good) 850

FORD TRACTORS
8600 diesel, 1976 (Good) 7050
8600 diesel, 1975 (Good) 7500*
8000 diesel, 1972 (Good) 5300*
7000 diesel, 1972 (Good) 5900*
7000 diesel, 1972 (Good) 6150*
5000 diesel, 1975 (Excellent) . . . 6100
5000 diesel, 1974 (Excellent) . . . 5800
5000 diesel, 1969 (Excellent) . . . 5600
5000 diesel, 1968 (Good) 4000
5000 diesel, 1967 (Fair) 2400
5000 diesel, 1967 (Fair) 3100
5000 diesel, Select-O-Speed, 1966 (Rough) 1550
4000 diesel, 1968 (Excellent) . . . 3900*
4000 diesel, 1966 (Fair) 2550
4000 diesel, 1963 (Good) 2100
3600 diesel, 1976 (Excellent) . . . 5950
3000 diesel, 1971 (Excellent) . . . 3600
3000 diesel, 1970 (Good) 3400
3000 diesel, 1970 (Fair) 2900
3000 diesel, 1968 (Rough) 1800
3000 diesel, 1968 (Good) 3100
3000, 1965 (Good) 2800
861 diesel, 1961 (Good) 2000
861 diesel, 1959 (Good) 1875
841, 1959 (Fair) 1450*
641, 1959 (Fair) 1525*
641, 1959 (Fair) 1300
640, 1956 (Good) 1350

(More...)

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Auctions *(continued)*

640, 1956 (Good) 1300
621, 1958 (Good) 1550
Sup. Maj. diesel, 1963 (Good)..1175
Sup. Dexta, 1963 (Good) 1850
Dexta, 1959 (Good) 1250
Dexta, 1959 (Good) 1000
8N, 1952 (Excellent) 1500*
8N, 1951 (Good).....1175
8N, 1951 (Good).....1350
8N, 1949 (Fair) 850
8N, 1949 (Fair) 975
8N, 1948 (Rough).....550*
8N, 1948 (Good).....1025

INTERNATIONAL HARVESTER TRACTORS

806 diesel, 1964 (Fair).....3400
656 diesel, 1967 (Fair).....2550
576 diesel, (Good) 3100*
574 diesel, 1973 (Good) 3650
574 diesel, 1973 (Rough) 875
544 diesel, 1973 (Fair).....1800*
504 diesel, 1964 (Rough) 825
460 diesel, 1959 (Rough) 850*
300, 1955 (Fair).....700
B275 diesel, 1959 (Good) 800
240, cotton picker, 1959 (Rough) 750*
C, 1948 (Fair) 435
140, 1961 (Good) 1475
154 Cub Loboy, 1969 (Fair) 1000*
Cub, mo., 1949 (Fair) 750
Cub, cult., plt., 1948 (Rough) ...425
Cub, mo., 1948 (Rough).....650*
Sup. A, cult., plt., 1948 (Good) 1200
A, cult., 1944 (Good).....750
A, 1944 (Fair) 565

JOHN DEERE TRACTORS

4020 diesel, 1968 (Good) 6300*
4020 diesel, 1968 (Good) 5700
4010 diesel, 1963 (Fair).....2500
3020 diesel, 1966 (Good) 4100*
3020 diesel, 1966 (Rough) 2600
3010, 1962 (Fair).....2650*
2510 diesel, 1967 (Good) 3850*
2040 diesel, 1977 (Good) 4550
2040 diesel, 1977 (Excellent) ...6300
2030 diesel, 1974 (Fair).....3550
2020 diesel, 1968 (Good) 3700*
2020 diesel, 1968 (Good) 4000*
2020 diesel, 1968 (Good) 4000*
2010 diesel, 1964 (Fair).....1300*
2010 diesel, 1964 (Excellent) ...2450
1120 diesel, (Good) 2900*
1020 diesel, 1966 (Good) 3425
1010, 1962 (Good) 1750*
1010 diesel, 1961 (Fair).....1250*
820 diesel, 1973 (Good) 3150*
420, 1957 (Good) 950
50 LP, 1953 (Fair).....400
40, 1954 (Fair).....625
M, 1949 (Good) 875

LONG TRACTORS

384 diesel, 1971 (Rough) 1050*
344 diesel, 1971 (Fair).....1650*

OLIVER TRACTORS

1755 diesel, 1973 (Good) 6100
1650 diesel, 1966 (Good) 2800*
550 diesel, 1964 (Good) 2000

BILL ENLOW TRACTOR SALES Tulsa, Oklahoma (November 14, 1980)

ALLIS-CHALMERS TRACTORS

WD, 1949 (Fair) 525
D-14, 1958 (Good) 1700
D-17, LP, 1963 (Fair) 1600
D-19 diesel, 1962 (Good) 2600
5020 diesel, 1980 (Good) 3500*

CASE TRACTORS

DC-4, 1953 (Fair) 100*
DC-4, 1953 (Fair) 170*
320, 1957 (Good) 1375*
830 diesel, 1965 (Good) 2100
970, 1973 (Good) 6400
580-B, backhoe, 1968 (Good)...6850*
580-B diesel, backhoe, 1974 (Excellent) 10,500

FERGUSON TRACTORS

20, 1949 (Fair).....875
30, 1951 (Good) 1100
30, 1953 (Good) 1050

FORD TRACTORS

9N, 1940 (Fair) 800
9N, 1941 (Fair) 700
9N, 1942 (Good).....900
9N, 1942 (Fair) 750
9N, 1944 (Good).....1000
9N, 1944 (Good).....900
9N, 1944 (Rough).....500
9N, 1944 (Fair) 775*
9N, 1945 (Good).....1050
9N, 1945 (Good).....1150
9N, Idr., 1946 (Good) 1400
9N, 1946 (Good).....1400
8N, 1947 (Good).....1200*
8N, 1948 (Fair) 1100
8N, 1948 (Good).....1200
8N, 1949 (Fair) 1075*
8N, 1949 (Good).....1350
8N, 1949 (Good).....1300
8N, 1950 (Good).....1350
8N, 1950 (Good).....1450
8N, 1951 (Good).....1350
8N, 1951 (Good).....1500
8N, 1952 (Good).....1525
8N, 1952 (Good).....1325
8N, 1952 (Good).....1900
NAA, 1953 (Fair).....1250
NAA, 1953 (Fair).....1500
NAA, 1953 (Fair).....1300
NAA, 1953 (Good).....1700*
600, Idr., 1954 (Good).....2000
640, 1954 (Fair).....1400*
601, 1959 (Fair).....1300
800, 1954 (Good).....2000
800, 1955 (Good).....1800*
800, 1955 (Good).....1850
800, 1955 (Good).....1900*
800, 1956 (Good).....2350
800, 1956 (Good).....2500*
800, 1957 (Good).....1600
860, 1957 (Good).....1925*
801, 1961 (Good).....2000
900, 1956 (Fair).....1150
Dexta diesel, 1960 (Fair).....1250
Fordson Mjr. diesel, 1955 (Rough) 800
Fordson Mjr. diesel, 1957 (Rough) 900*
1700 diesel, 1980 (Excellent) ...4050
3000, 1965 (Fair).....2200
3000, 1965 (Good).....2550
3000 diesel, 1968 (Good) 3100*
3000 diesel, 1969 (Good) 3250
3000 diesel, 1970 (Good) 3300
4000, 1962 (Rough).....1350
4000, 1963 (Fair).....1950
4000, Idr., 1963 (Fair) 1750
4000 diesel, 1969 (Good) 3400
4000 diesel, 1970 (Good) 3200*
4000, 1971 (Good).....3000*
4000, backhoe, 1968 (Fair).....3250*
4400, 1969 (Fair).....2850*
5000 diesel, Select-O-Speed, 1967 (Rough).....1950
5000 diesel, bld., 1970 (Fair)...3300
9000 diesel, 1973 (Good) 7100*

INTERNATIONAL HARVESTER TRACTORS

Cub-154 Loboy, 1968 (Fair) 1900*
A, 1946 (Good).....850
H, 1951 (Good).....410*
M, 1947 (Good).....400*
300, 1954 (Good).....1750
300, 1956 (Fair).....1400*
340, 1959 (Good).....1750
3414 diesel, backhoe, 1968 (Fair).....2800
3414, 1976 (Fair).....2000
806 diesel, 1967 (Good) 4850
1066 diesel, cab, 1973 (Good) 8750
1466 diesel, 1972 (Fair).....6000
1566 diesel, cab, duals, 1975 (Good).....12,300

JOHN DEERE TRACTORS

G, 1946 (Fair) 400*
60, 1954 (Fair).....800
70, 1955 (Good).....1600
420, 1957 (Fair).....900
730, 1959 (Fair).....975
2010, 1961 (Rough).....1200
2010, 1962 (Fair).....1400*
3010 diesel, 1965 (Good).....3900
4520 diesel, 1970 (Fair).....3950

LEYLAND TRACTORS

344 diesel, 1970 (Good) 2000*

LONG TRACTOR

R-9500 diesel, 1972 (Fair).....2000

MASSEY-HARRIS TRACTORS

Pony, 1952 (Good).....350
30, 1951 (Fair).....325

MASSEY-FERGUSON TRACTORS

35 diesel, 4-cyl., 1958 (Fair).....1400
35, 1959 (Good) 1700*
35, 1959 (Good) 1785*
35, 1960 (Good) 1950
35, 1960 (Good) 2150
35, 1960 (Good) 2150
35 diesel, 1961 (Good) 2300
35, 1963 (Good) 2450
35 diesel, 1963 (Good) 2800
50, 1958 (Good) 2000
50, 1958 (Fair).....1700
65, 1959 (Fair).....1650
65, 1959 (Fair).....1700
65, 1961 (Good) 2000*
65, 1962 (Good) 2200*
65 diesel, 1962 (Good) 2750
65 diesel, Idr., 1963 (Good) ... 3300
85 diesel, 1961 (Fair).....1550
S-90 diesel, 1963 (Good) 1800
S-90 diesel, 1964 (Fair).....1725
135, 1965 (Good) 2800*
135, 1969 (Good) 3050
165 diesel, 1965 (Good) 2900*
165 diesel, 1966 (Good) 3000
165 diesel, 1966 (Good) 3300
165 diesel, 1967 (Good) 3450
165 diesel, 1967 (Good) 3450
165 diesel, 1968 (Good) 3550
175 diesel, 1967 (Fair).....1950
175 diesel, 1968 (Good) 3000
175 diesel, 1968 (Good) 3350
175 diesel, 1969 (Good) 3300*
180 diesel, 1966 (Fair).....2750
180 diesel, 1967 (Good) 3575
180 diesel, 1967 (Good) 3400
180 diesel, 1969 (Good) 3550
180 diesel, 1969 (Good) 3600
230 diesel, 1978 (Good) 5450
230 diesel, 1980 (New) 6850
235 diesel, 1975 (Good) 3900
245 diesel, 1977 (Good) 6100
245 diesel, 1978 (Good) 6100
275 diesel, 1980 (New).....12,050*
285 diesel, 1980 (New).....13,000*
1100 diesel, 1967 (Good) 5350
1100 diesel, 1969 (Good) 5500
1135 diesel, 1974 (Good) 6150
20 C, Idr., 1970 (Good) 4850
30, Idr., 1972 (Good) 5250
200, Idr., 1972 4550
40, Idr., 1975 5350

NUFFIELD TRACTOR

3745 diesel, 1968 (Good) 2100

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news briefs

(continued)

Who Sells Big Tractors, Combines? Chilton Estimates Market Shares

Researchers for Chilton Co., Radnor, Pa., publishing firm, recently came up with estimates of market shares for companies selling tractors of 100 hp or more and self-propelled combines in North America.

North American Retail Sales

Company	Unit Sales	Estimated Shares (Pct.)
Two-Wheel Drive Tractors over 100 HP		
John Deere	27,419	37
International Harvester	18,526	25
J I Case	9,634	13
Allis-Chalmers	5,928	8
White Farm	4,446	6
Massey-Ferguson	3,705	5
Ford	3,705	5
Others	742	1
Four-Wheel-Drive Tractors		
Versatile	3,008	21
International Harvester	2,722	19
John Deere	2,436	17
J I Case	2,292	16
Steiger	1,719	12
White Farm	716	5
Allis-Chalmers	573	4
Massey-Ferguson	430	3
Ford	287	2
Others	143	1
Self-Propelled Combines		
John Deere	12,210	33
Massey-Ferguson	7,400	20
International Harvester	7,400	20
Allis-Chalmers	5,180	14
White Farm	2,220	6
Sperry New Holland	1,480	4
Ford	370	1
Canadian Co-Op Impls.	370	1
Avco New Idea	370	1

Massey Had Deficit of $225 Million On 1980 Sales of $3.13 Billion

Saying that it "closed its accounts for 1980 as a going concern on the basis that its refinancing plan will be accomplished," Massey-Ferguson Ltd. reported that it had a loss of $225 million (U.S.) for the fiscal year (ended Oct. 31), compared with a $37 million profit in 1979, on sales of $3.13 billion. Sales in 1979 were $2.97 billion.

Key contributors to the loss, according to MF, were interest on short-term debt—$229.9 million vs. $128.8 million in 1979; reorganization expense of $28.5 million (representing a provision for termination of about 1,600 employees), and net foreign exchange losses of $57.6 million.

Fourth quarter sales in North America fell 32 per cent to $200 million from $292 million in the same 1979 period. For all of fiscal 1980, however, they declined only 2 per cent from $1.06 billion to $1.04 billion. North American sales problems were attributed to plant closings, competitive pressure and uncertainty surrounding its proposed $700 million (Canadian) equity refinancing plan.

The company forecasts a loss of about $100 million in the first quarter of the 1981 fiscal year.

Robot to Tell New Holland Story

INNO-Vator, a robot, will be on hand at Sperry New Holland's exhibit at the National Farm Machinery Show in Louisville, Ky., beginning Feb. 11, to "talk" about the electronic and computerized technology used in the company's farm equipment. A company spokesman said INNO is not merely a pre-programmed robot who will deliver canned talks, but is a multilingual robot capable of intelligent conversation, wit and robotic emotions that are similar to human emotions. INNO has a complete music recall and pronouncer circuit and can dance, the spokesman added.

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